

Doing Business with the Jet Propulsion Laboratory



14th Annual High-Tech Conference

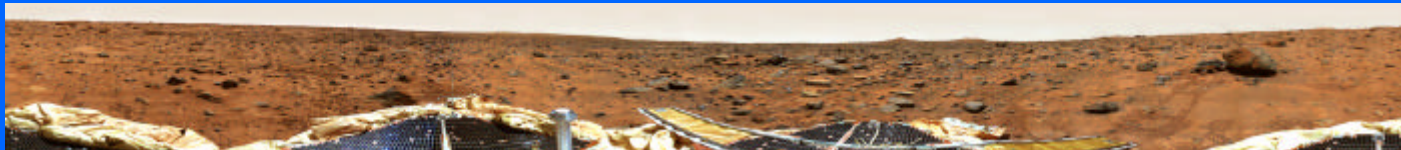
Stanley J. Jankowski
Acquisition Division Manager

6 March 2002

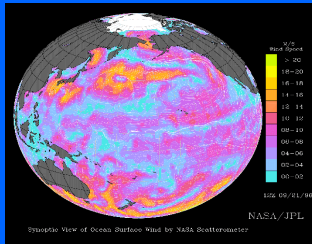
<http://www.jpl.nasa.gov>

Jet Propulsion Laboratory Overview

- The Jet Propulsion Laboratory (JPL) is a division of the California Institute of Technology (Caltech)
- Lead research and development center for the National Aeronautics and Space Administration (NASA)
- Wide-ranging charter for:
 - Solar Exploration
 - Astrophysical Research
 - Earth Observation
 - Technology Development
- Located in Pasadena, California
 - | 5,400 employees
 - | \$1.4 billion annual budget
 - | \$800 million in annual subcontract/purchase order commitments



"We mean business for small business"



- The overall objective of the JPL Small Business Program is to ensure that small businesses, small disadvantaged businesses, women-owned businesses, HUB Zone businesses and Historically Black Colleges and Universities have equitable opportunities to compete for subcontracts
- JPL has long been recognized for its commitment to small businesses
- 1995 - 2001 awards to small businesses:
 - small businesses: \$1,466,000,000
 - small disadvantaged businesses: \$681,000,000
 - women-owned businesses: \$190,000,000

Why Are Small
Businesses So Critical
to JPL's
Future Success?

“Talented, rising stars are much more interested in working for small, fast companies than enduring the lengthy, Darwinian selection process that large companies impose on them.”

David Dorman, former Pacific Bell CEO
(Fast Company)

“Large companies are
incapable of the ongoing
flexibility that’s required
to enable Customer
success.”

Tom Peters, co-author of “In Search
of Excellence”

“It used to be that the big ate
the small. Now the fast
eat the slow.”

Geoff Yang, IVP/ (Institutional Venture Partners)

“Small Businesses and
Universities will serve as
the wellsprings for
future innovation.”

Dan Goldin, former NASA Administrator

The Message for Small Businesses:

You have the Talent...

You are the Fast...

You are the Flexible...

You are the Innovators...

We need you in our future!

Connecting with the JPL Acquisition Division

- JPL Acquisition is responsible for all subcontract and purchase order commitments
- Procurement responsibilities are distributed among:
 - | Subcontracts Section
 - | Procurement Service Center
 - | Business Opportunities Office

Subcontracts Section



Stuart Imai
Manager

- Flight Hardware
- R&D Studies
- Support Services
- Universities

Procurement Service Center



Amanda Beckman
Manager

- Commercial Goods & Services
- Just-in-Time
- Procurement Card

Business Opportunities Office



Tom May
Manager

- Socioeconomic Programs
- Supplier Outreach

Acquisition Support & Information Section



Ray Lemus
Manager

- Contractual Guidance
- Policies/Procedures
- System Approval
- Self Assessment

Acquisition Systems Process Section



William Stewart
Manager

- Business Systems
- Oracle Support

JPL's Small Business Program



- JPL's Business Opportunities Office serves as the focal point between the Laboratory and subcontractors, including:

- | Small businesses
- | Small disadvantaged businesses
- | Women-owned businesses
- | Historically Black Colleges and Universities
- | HUB Zone Businesses

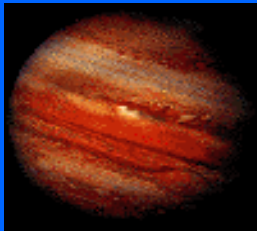
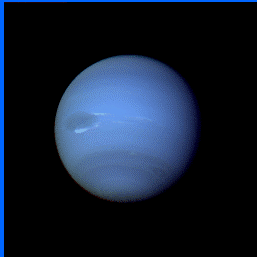
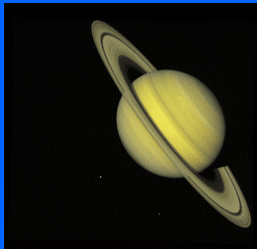
- JPL uses the Small Business Administration's (SBA) Internet database - PRONet - to identify small businesses

- | <http://pro-net.sba.gov>
- | ***Please ensure that your company is entered into PRO-Net***



Tom May
Manager
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JPL's Subcontracts Section



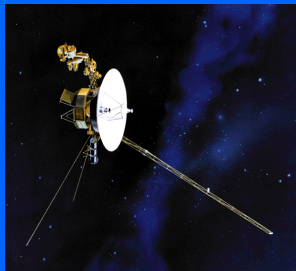
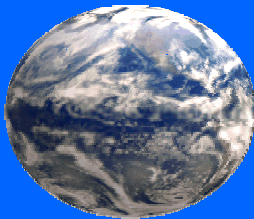
■ The JPL Subcontracts Section is responsible for:

- Spacecraft Systems
- Spacecraft Subsystems and Assemblies
- Spacecraft Instruments and Science Investigations
- R&D Studies and Hardware
- Technology and Application Programs
- Subcontracted Support Services
- Facilities Construction
- Cost Reimbursable with Educational Institutions



Stuart Imai
Manager
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JPL's Procurement Service Center



■ The JPL Procurement Service Center is responsible for:

- Outside Fabrication and Processing
- Electronic Instrumentation
- Test Equipment
- ADP Systems
- Graphics Products/Services
- Office Equipment/Machines
- Audio/Visual Equipment



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Manager
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JPL's Just-In-Time Operations



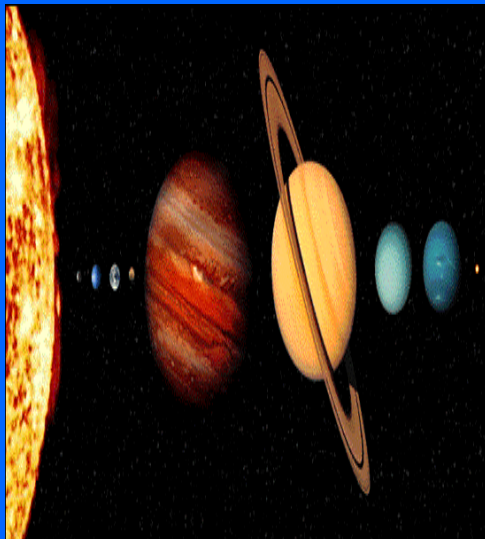
■ JPL's Just-In-Time Operations is responsible for:

- Software
- Electronic Components/Supplies
- Office and Computer Supplies
- Cryogenic Equipment and Compressed Gases
- Laboratory Chemicals and Lab Supplies
- Workstations and Peripherals
- Electrical Supplies
- Building Supplies/Hand Tools
- Furniture



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Getting to Know Us Better



- Find out more about JPL and its wide range of missions and discoveries

- Jet Propulsion Laboratory

<http://www.jpl.nasa.gov>

- JPL Acquisition Division

<http://acquisition.jpl.nasa.gov/default.htm>

- JPL Business Opportunities Office

<http://acquisition.jpl.nasa.gov/boo>

- NASA

<http://www.nasa.gov>

- Small Business Administration

<http://www.sbaonline.sba.gov>

How to Contact Us



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One final thought...

“A landscape filled with bureaucratic, unfocused megacompanies...creates an environment rich with opportunities for companies that are *fast, flexible and focused.*”

David Dorman, former Pacific Bell CEO
(Fast Company)